



WESTERN PRACTICE SALES

John M. Cahill Associates

#EG-1137 Sacramento, California

Priced to sell, Seller is highly motivated. Realize your potential and increase your production with marketing in this spacious office.

The Doctor averages 4 patients per day.

The practice is located in retail shopping center with good visibility and easy freeway accessibility.

The office occupies approximately 1,500 square feet and consists of 2 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and Restroom.

Full Price: \$45,000

For further details or on-site visit, please contact:

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▶ **Honesty** ▶ **Integrity** ▶ **Professionalism** ▶ **Experience**

We look forward to serving you

EG-1137

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$45,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			8 – 5				8 – 5
Doctor's Hours			8 – 5				8 – 5

Type of Practice: **General Dentistry** Reason for Selling: **Retirement**Years established: **~ 15 yrs** Days worked past 12 months: **~ 156 days**

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned? **No** Is building available for purchase? **No**Is the space leased? **Yes** Is lease renewable? **Yes** Is lease assignable?Term of Lease: **7 months w/ option to extend 1 year** Expiration date: **January 31, 2021**Do you share space with another dentist? **No**Rent per month **\$3,200.00/month** Common area, maintenance fees /taxes included? **No**If not included, current amount paid? **\$300.00/month** Are utilities included? **No**

Is the rent considered above, below or at fair market value?

Type of Building: Condo Free-standing Professional **Retail Center X**Office Square footage: **~ 1,500 sf** Carpet? **Yes** Air conditioning? **Yes**Number of fully equipped ops: **2** Plumbed for additional ops? **No**Reception area: **Yes** Dark room: **Yes** Doctor's office: **Yes** Lab: **Yes**Business office: **Yes** Restrooms: **Yes** Sterilization: **Yes** Storage: **Yes**Digital X-ray: **No** Cerec: **No** Laser: **No** Intra-oral Camera: **No** 3D Imager: **No**Description of office building, Location and attributes of practice (a brief description): **Highly visible in busy, attractive Retail Shopping Center off major thoroughfare.**

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	15	Diagnostic		Adjunctive		Dentures	20
General Operative	15	Endo	3	Ortho/TMJ		Perio	15
Oral Surgery	10	Cosmetic	10	Crown/Bridge	15	Implant	2

What services/procedures are referred out? (i.e. Oral Surgery, Endo, Perio, Ortho, Pedo)

Molar Endo, Surgical Extractions, Full-Mouth Perio Surgery

Type of patients as a percentage of Collections:

Private Pay 5 Insurance/PPO 25 Denti-Cal 75 Capitation (HMO) _____ Other _____

Are you a Delta Provider? Premier Only _____ Premier + PPO _____

***Delta Premier:** Dentists enrolling for the first time in the Premier Network are also being required to enroll in the PPO network. The requirement to sign with both networks will result in treatment provided to those Delta PPO patients within the practice being reimbursed at the PPO level, without the ability to balance bill those patients to Premier rates. This could result in a reduction in the practice collections that could lower the buyer's projected income depending on the amount of Delta DPO patients in the practice who have actually paid the difference between the fee schedules.

Does your practice participate in "Care Credit"? **No**

List Preferred Provider, Health Care Provider and Capitation Plans now in place:

Estimated Number of Active Patient Files: **Number to be defined by Buyer's Due Diligence Process***

***SELLER IN NO WAY WARRANTS THE EXACT ACCURACY OF PATIENT FILES. IT IS THE BUYER'S RESPONSIBILITY TO DEFINE AND VERIFY ACTIVE PATIENT FILES WITH A CHART REVIEW. PRACTICE VALUE IS PREDOMINANTLY DETERMINED BY SELLER'S COLLECTIONS. SELLER'S COLLECTIONS CAN BE INDICATIVE OF THE NUMBER OF ACTIVE PATIENTS AND TYPE OF PROCEDURES PERFORMED.**

Average number of New Patients per month for past 12 months:

Average number of patients per day? Per-Doctor: **~ 4**

Average age of patients: **Family Range: 12 yrs and Above**

Does the office have Nitrous Oxide? **No**

Type of recall system used? **Pre-scheduled**

Number of recalls per month?

What types of Practice Promotions? **Insurance Listings, Word-of-Mouth**

Phone Book Advertising? * **No** * *Phone book advertising contracts will be the responsibility of buyer after transition.*

EQUIPMENT & LEASEHOLDS

Occasionally some specialized items may be excluded from the sale, such as: Articulators, Endo and/or Implant Systems. These items will be referenced as "excluded" on Seller's Equipment list. In addition, Buyer understands that the following items may also be excluded from the sale: diplomas, certificates, cameras, photographs, artwork and miscellaneous personal items.

Describe age and characteristics of leasehold improvements:

Average age of Equipment: ~ 2005

Any equipment leases? **No** Equipment is right/left-handed/convertible? **Right-handed**

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
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PERSONNEL

Do family members work in the office? If yes, how much are they paid?

Has staff left the practice recently?

Is there a practice management consultant?

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2019 \$102,937 per Seller 2018 \$108,249 per Seller 2017 \$67,710.46 per Seller

***Collection amounts are approximate and should be verified by Buyer**

Is pegboard or computer? What type of computer?

What software? Is software transferable?

Fees Schedule: **Available upon request**

NOTE: The Seller has furnished the preceding information to WESTERN PRACTICE SALES/JOHN M. CAHILL ASSOCIATES. This information has not been verified. A potential Buyer should verify the accuracy of all information to his/her own satisfaction.

WESTERN PRACTICE SALES/JOHN M. CAHILL ASSOCIATES are agents of the Seller and therefore represent the interest of the Seller. We strongly advise a potential purchaser to seek independent counsel to represent his/her interests. Counsel may be, but is not limited to, an attorney, accountant, appraiser, broker or management consultant. Fees of such counsel are the sole responsibility of the purchaser.